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# THE SEGNOCGRAM

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No. 4

## MAKE THIS A DAY

**M**AKE this a day. There is no gain  
In brooding over days to come;  
The message of today is plain,  
The future's lips are ever dumb.  
The work of yesterday is gone—  
For good or ill, let come what may;  
But now we face another dawn.  
Make this a day.

Though yesterday we failed to see  
The urging hand and earnest face  
That men call Opportunity;  
We failed to know the time or place  
For some great deed, what need to fret!  
The dawn comes up a silver gray,  
And golden moments must be met.  
Make this a day.

This day is yours; your work is yours;  
The odds are not who pays your hire.  
The thing accomplished—that endures  
If it be what the days require.  
He who takes up his daily round,  
As one new armored for the fray.  
Tomorrow steps on solid ground.  
Make this a day.

The day is this; the time is now;  
No better hour was ever here—  
Who waits upon the when and how  
Remains forever in the rear.  
Though yesterday were wasted stuff,  
Your feet may still seek out the way.  
Tomorrow is not soon enough—  
Make this a day.



# THE SEGNOGRAM

A Monthly Magazine

A Victor Segno - Editor

Los Angeles California

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**A MAGNETIC PERSONALITY**

Men well versed in the sciences and philosophies of life are of the opinion that this, the twentieth century, will be noted in history for its wonderful discoveries in psychology and occultism, just as the nineteenth century is noted for its wonderful mechanical discoveries.

The invention of wireless telegraphy has already caused the investigative minds to give more consideration to the subject of telepathy, or the passage of thought from the transmitter in the brain of one person to the receiver within the brain of another. People are beginning to realize more fully that every cause must have an effect and that every effect must have originated from a previous cause. Having reached this point from their deductions and investigations, it is very easy for them to see that there is a reason and a cause for everything, that very little is the result of chance. The marvelous success of some men and the complete failure of others in commercial, professional, and theatrical spheres has always been the subject of comment and consideration.

We often see a man or woman soar up to the heights of success with the greatest possible ease, who apparently has no more, or possibly not as much, ability as some of his neighbors. We ask, "Why is this?" Surely there must be some reason for it. Yes, there is a reason. That person possesses ability for which no allowance has been made. It is an ability that the majority of people do not understand, though the moment I mention it you will recognize it. This person may not possess a perfect physique or a handsome or beautiful face, but he possesses a subtle, unseen power by which he can attract the minds of other people.

We are forced to admit that there is some wonderful force within the human form that sways not only the mind of an individual, but also the collective minds of an audience, the people of a State, or even of a Nation. No man can be a great success unless he can favorably influence the minds of other people. No man can be elected President of the United States of America unless he has the influence of the majority of the voters. It is true of every walk of life. The successful people are

those who use this subtle psychological power to secure the assistance of those around them. They are tactful and pleasing, but forceful. They attract and even fascinate one until it becomes a pleasure—the cause of which one cannot explain—to assist them. In fact many people sacrifice their own interests to remain in the presence of those magnetic persons and for the privilege of doing their share in assisting them to rise to the pinnacle of fame and fortune. Under such an influence, it is often impossible for some people to arrive at an unbiased opinion or to give an unbiased decision.

Have you met people you liked almost instantly without any apparent reason? In fact, contrary to your reason? These people possessed that subtle magnetic power termed "personal magnetism." This magnetism has marvelous powers of penetration. Its passage from one person to the brain of others acts as a transmitter in conveying thoughts and desires. Thus a magnetic person is enabled to make an impression upon the minds of those around him.

This power is possessed by all, but in the majority of people it lies in a dormant state. The will power is the guardian that controls and regulates the use of this power. You will therefore see that in order to have a strong magnetic personality two things are necessary: First, the realization and development of this God-given power; second, the cultivation and development of the will, that it may guide and control this vital force. Of what use would be the power contained in steam or electricity if it were not judiciously and economically controlled?

When this force we call "personal magnetism" is more thoroughly and generally understood, successful people will be the rule and not the exception, as is the case today.

Some people possess this power or talent from birth, just as some are born with a talent for art, music, business or mechanics. These talents can be cultivated, and so can this marvelous power.

Christ was a sample of a strong personality. For ages we have marveled at the things He did. Yet did He not say that "He that believeth in Me, the works that I do shall he do also and greater works than these shall he do? Is man not made in the image of God? Does the Bible not teach us that man actually inherits and shares in the powers of God? There is no longer any doubt in the minds of thinking men that man possesses psychological powers that are actually miraculous and that he could do marvelous things did he but fully understand this power that he possesses. Man's physical and mental abilities sink into insignificance when compared with his psychological or soul power.

It is possible that many of the mechanical inventions now used for the convenience of man will become valueless during this century because the development of man's natural forces will make their use unnecessary.

A. VICTOR SEGNO.

**THE MAN WHO CHEATS HIS WORK**

An employer of thousands of men was asked what thing in all his large operations gave him the most concern. "The man who does a little less than is expected of him," was the reply. "He is the dangerous factor in all business. The absolute failure we readily discover and discharge, but the 'almosts' escape detection for months and often for years, and they make our losses as well as our fears," and with a very serious smile he added, "The drip in business is worse than the leak."

Thousands of men fancy they are fulfilling their duty to their employers and to their tasks by keeping hours and performing just enough to hold on to their positions. They have an idea that to do more would be to give larger service than their compensation required. They object to what they believe would be extra values "The old man shan't get more than he's paying for," is the vernacular.

Possibly it never strikes these trimmers that in cheating their work they are doing double damage; they are injuring their employers much, but they are robbing themselves more; they are, in fact, losing everything in life that is worth while. They fare worse than if they did nothing at all, for time with all its precious values slips entirely from them and leaves no substance or satisfaction. Half doing soon brings undoing. It is the nine-tenths doing or the ninety-nine one-hundredths doing that bleeds business and saps character.

**HOW THE EMPLOYEE IS PERSONALLY BENEFITTED BY BEING CAREFUL WITH THE EMPLOYER'S STATIONERY**

The manager of the purchasing department of a large concern, was telling me about his troubles and I was sitting on a high stool by his clerk's desk. I was also on the pay roll of the concern and studying methods.

The manager said something that made me think of something, and I grabbed a finely engraved letter head to write my thought on. "You had better not let the general manager see you do that—he would go for you if he knew that you used that sheet for pencil paper."

Then I began to think about such things if done by many people, and decided that if all the employees were as careless as I in the use of expensive paper the destruction of stationery would cost the house more than my idea was worth.

While speaking to a group of employees a manager asked me to mention the waste of stationery. It is not much for one, but there are large concerns which could afford to hire more help and pay larger salaries if the employees would be more careful and earnest in their work.

Being careful with the property of others is an exercise in better methods, and a source of personal improvement. To use stationery carelessly because it costs us nothing injures us more than it does the person who pays for it, because it lowers our individuality, while it injures only the other person's profits.

Some ten years ago, as an employee, I asked for a few things for my desk and was surprised to have the manager hesitate over furnishing them, but I found he was not thinking of my desk only, but of dozens of other desks, and the total cost of little luxuries.

If every employee could be an employer for about twenty minutes, when troubles bunch themselves, it would be very useful in helping the employees see forever better for themselves, for the employer and for the customer.



## My Idea of True Happiness

MEAD H. C. POWELL

It is universally acknowledged that True Happiness is the great thing which we all seek; that business turmoil and keen competition of all kinds, have as an instigator, Happiness. True Happiness is not, as a matter of fact, a corporeal acquisition, though it may be said to be, in some measure, a phenomenal sensation. The symptom of Happiness is from the very soul within us. Not a few of us make ourselves unhappy solely because we do not take thought regarding the "why" and the "wherefore" of our existence. Unfortunately too many of us are persuaded that we are put here as competitors for the enviable distinction of a millionaire!

There are, in these latter days of civilization, not more than 15 per cent. of people who really recognize that we were put here to be of some use to the people in the community in which we live; to make them happy, thereby strengthening the root of our own happiness.

Nearly 99 per cent. of us shorten our lives by worrying about becoming "rich," inasmuch as we are never rich—we are millionaires and yet insatiety shows its power. Why? Of course it is because we hold a mistaken policy that money is all we need in order to be perfectly happy. The use of money has been exaggerated—ought man to be a slave to some inanimate metals?

It is true that the man in what is known as the upper state of low life should be happier than the many millionaires of this world, for we must understand that all sorts of people are constantly devising means and artifices subtle and ingenious wherewith to deprive him of his property to enrich themselves. One man generally has to restrain all these people and their artifices, is it not enough to infuriate one and make him partially insane?

Of course, money is a necessity to everyone. The "rich" in this world has been unanimously said to be regardless of the "poor." Has it never occurred to us that we are sadly deteriorating our race by believing that we are poor while others are rich. As a matter of fact, no man is rich, he may have been more eager for temporal wealth than some people or he may, through a more logical view of things, have hit upon a plan very discreet to his imagination, thereby laboring to fill the insatiable desires of his mind, but after all his trouble and worry, who is he?

A man, yes only a man.

No man is richer than another. Our Creator may have ordained cases as the preceding one in order that all men may recognize the necessity of work, but we are all men and are deficient in nothing which a "rich" man is considered to have, for the riches are not his, but the world's.

*Everything we do in this world, whether it be good or evil, it returns to us or to our progeny in some form, or as some put it, "What a man sows he will reap."*

There is some peculiar magnetic connection between a man and his deeds. Every book we read, demonstrates that man is his own enemy. We are given to understand that if an individual is a malefactor in this world he will be convicted and sentenced to "hell" on the Judgment Day, if however he leads an upright life following the teaching of the ten commandments his reward will be perpetual

felicity in "Heaven." We take this as being correct!

But has it never occurred to us that this "hell" may be anywhere, that we sometimes suffer in this world very badly and that our own misdeeds torment us in the form of a "hell"?

A man fails in some business perhaps, his failure is attributed to inattention, to bad management, to fraud, to careless accounting, and to diverse ridiculous causes. Few of us consider or are mindful of the fact that his evil deeds will return to him, that "his sins will find him out": few of us remember that though the misdemeanor may not have been committed by himself, his forefathers may have been to blame. Aye, yes! his capital may have consisted of money unfairly obtained—it may have been stolen, and what have we to say if that which he stole from someone is stolen from him?

In such cases is the secret of his failure and hence his perpetual unhappiness.

There is not a case of a murderer whose ancestors were not murderers in some form: Cases, have been cited where an employer is instrumental in hindering a previous employee from earning a fair living. Is not this employer a murderer? He is, of course, cruel to himself.

*The danger of Books.* Books, good as they are, are not to be trusted. The universal advice to young people is "read that thou mayest be wise"—it is to be observed that this advice is given to young people. Now they invariably read everything printed with which they come in contact, thereby ruining their memory, wasting their energy and valuable time, and mitigating their Happiness.

Sometimes they read what are considered to be good books, and everything therein printed is digested, the good and the bad. A few people read the Bible as being the best book, yet published! but it should also be remembered that there are not a few demoralizing passages in the Bible.

Because we are more apt to do wrong than right, the young man or woman may do certain things which are not right. Attention is called to this and they refer you to a person who is supposed to have done a like deed in a standard book which they were reading.

It has been remarked that the killing of one person should not be accounted so great a sin seeing that Joshua killed thousands, according to the Scriptures.

Of course, these young people will not believe that such examples ought not to be followed; they will reject any logical reason that may be given, for what they have read has taken an impression so great. The wrongs are consequently persisted in, and in course of time the misdeeds of the individual returns to him and he is made unhappy.

*Be just and fear not.* When we do all things justly we have no worry, no annoyance; we feel healthy; we feel happy. We consider that we have done our duty and do not mind what other people think.

Having done all things justly our soul is not unsatisfied, this being our happiness. When we do wrong our soul rebukes our mind and worries it so that it cannot have peace, and since perfect peace of mind is necessary to our happiness—we are not happy.

In the case of a murderer, he is never

happy, his soul is sadly distressed and unsatisfied and in just retribution it agitates his mind for the crime which it has committed and in many cases the degree of unhappiness, caused by a weak mind, is so great that the malefactor without his intending it, reveals what he held as a secret. On the contrary however, when the crime is immediately confessed, we invariably hear that the individual was perfectly sedate and met his fate like a man. This demonstrates that the individual has been perfectly happy after his end had been accomplished and his mind had been so absorbed with the belief that he had done right (in confessing what he had done) that his body is rendered almost inflexible and his mind can cherish no idea of pain so that he is hanged with no sensitive pain. His soul being gladdened by reason of his confession, he is very happy during the operation of hanging.

The observation of the ten commandments is supposed to be the duty of every Christian. Notwithstanding the fact that necessity impels us to break them daily, we ought to endeavor to rigidly observe these commandments.

*Everything that is seen and done in this world is the outcome of imagination.* But little thought is required for the verification of this averment. Similarly we can make ourselves very happy by rigid exercise of the imaginary powers in this direction. Everyone was made to work and indeed it has been experienced that none are as happy as hard-workers. A man who has something to engage his attention hardly ever gets into trouble.

### Learn to Listen

To be a good listener is an accomplishment. It is an accomplishment of which anyone may be proud. It is an accomplishment which cannot be acquired without study, practice, perseverance.

Perhaps some men and women were taught in childhood to listen well. The rest of us have to learn in our maturity.

To carelessly hear, to listen to half or less than half of what is said, is a habit. It is a bad habit and one which can be broken only by forming another—the habit of listening carefully.

Thousands of dollars have been lost because someone has not heard well. Hundreds of friends have been lost and hearts have been broken because someone has not listened well.

How much of Sunday's sermon did you hear? Yesterday you spent a half hour on the car with a friend, and most of the time he was talking to you. How much did you hear?

To be caught napping when a friend is talking to you is an insult to the friend. Strengthen the habit of listening by compelling yourself to listen to the most uninteresting conversationalists.

The good listener is rare. When he is found he is adored. Society appreciates no person more than the intelligent listener. His accomplishment is never questioned. No one ever speaks ill of him. He has friends everywhere.

Learn to listen.

### When Sympathy is Not Charity

Two neighbor farmers were discussing the misfortune of a near-by farmer's loss of a seasons crop and buildings by a recent fire. Deacon farmer says: "I sympathize with him very much."

"See here, Deacon," says John, "that is no way to sympathize with a man meeting such a great loss. I sympathize with him one hundred dollars."

A. A. GENERAUX.



### Advice to Young Business Men

BY MARSHALL FIELD

"I would say that the young man should first consider his natural bent or inclination. He should take stock of himself, find out what business he is adapted for and get into that business with as few changes as possible. Once in, he should strive to master the details of the business and to make his services of value, wherever he is. He should also be alert, and be ready to seize opportunities when they present themselves.

"The trouble with most young men," continued Mr. Field, "is that they do not learn thoroughly. They work carelessly, forget that what is worth doing at all is worth doing well, and degenerate into drones, relying upon chance to bring them success. The business world is full of such young men; they are content with simply putting in their time somehow and drawing their salaries, making no effort whatever to increase their efficiency,

fluency will enkindle high purposes. The ability to restrain one's appetite, passions, tongue and temper is of the first importance. One must be master not slave of himself; if he cannot govern himself he cannot govern others. Indeed, a good character is vastly more important than a great fortune. A United States Senator who died recently, wrote the following in his will: 'I hope that my sons will above all, early in life, realize that the only thing more difficult to build up than an independent fortune, is character, and that the only safeguards of character are the Ten Commandments and the Sermon on the Mount.'"

#### TAKE CARE OF THE NICKLES

"Careful saving and careful spending invariably promote success," says Marshall Field. "It is not what a man earns, but what he saves, that makes him rich. John Jacob Astor once said that the saving of his first thousand dollars cost him the hardest strug-

Civil War, and entered a wholesale house as a clerk. Four years later he was one of the partners, and, after the war was over, the firm was reorganized under the name of Field, Palmer & Leiter. The partners were Marshall Field, Potter Palmer and Levi Z. Leiter. Two years later Potter Palmer retired and devoted his time to the hotel business, and the firm became Field, Leiter & Co. About twenty-three years ago Mr. Leiter sold out, and since that time the firm has been Marshall Field & Co. Now, no one but himself knows what Marshall Field is worth; but I venture he knows it to the cent. There is no doubt but that he can count his money by the tens of millions; and that he has always been a success along the business road of Chicago, which is marked by thousands of failures. In this letter to Parson Hillis he answers the question: "Why so many business men fail?" Here is what he says:

"If the elements herein outlined promote success the logical conclusion is that a disre-



A LOS ANGELES STREET IN JANUARY

and thereby enhance their own and their employer's interests. There are others who want to do what they are not fitted for, and who thereby waste their lives in what might be called misfit occupations. It is far better to be a good carpenter or mechanic of any kind than a poor business or professional man."

#### BUILD UP YOUR CHARACTER

Marshall Field is very emphatic on the duty of young men to pay attention to the formation of their characters. One should do everything that will tend to build up a strong personality. Says he: "The young man who has a conscience that cannot brook the slightest suspicion of wrong doing, that insists on truthfulness, honesty and strict devotion to duty has a fortune to begin with. It is often the case that boys of excellent ability are ruined by evil associates, and they cannot, therefore, too early guard against forming friendships with those whose tendency is to lead them on a downward path. They should be careful of their companions and should cultivate acquaintances whose conduct and in-

gle. As a rule, people do not know how to save. The average young man of today when he begins to earn is inclined to habits of extravagance. He gets the idea that he must indulge in habits corresponding to those of some other young man, without regard to what he earns; and he imagines he cannot be manly without. The 5, 10 or 15 cents a day that he squanders, while apparently a trifle, would if saved in a few years amount to thousands of dollars, and go far toward establishing the foundation of his future career. Too few realize that in order to acquire dollars one must take care of the nickels. The young man should begin to save the moment he begins to earn, be the saving ever so little, and if he does so the habit will be of incalculable benefit to him in after life."

#### WHY BUSINESS MEN FAIL

Everyone knows of Marshall Field's wonderful success. He was raised on a farm in northern New York, and began his business life as a clerk in a country store in Pittsfield. He came to Chicago a few years before the

guard of them forebodes failure. The man who is characterized by want of forethought, idleness, carelessness or general shiftlessness cannot expect to succeed. There are other causes, however, such as extravagance in living or living beyond one's means, outside speculations, gambling, etc.; want of proper judgment; over-estimating capacity or undertaking more than capital would warrant, or, in other words, attempting to do too large a business on insufficient capital; assuming too heavy liabilities and relying on chance to pull one through; lack of progressiveness, or, in other words, dying of dry rot, and, also, selling on too long time.

"Another cause of failure is trusting out goods to irresponsible people. Retail business should always be done for cash. There is no longer occasion for long credits, as even the farmer of these days can get cash for anything he has to sell.

"Merchants who keep their business well in hand, who sell for cash and pay for goods on short time, taking advantage of all cash discounts, who keep good habits and give strict attention to business, very rarely fail.



**A Drop of Dew from the Lily's Bowl**

WRITTEN FOR THE SEGNOGRAM  
EDITH MACOMBER HALL

A rose and lily together grew  
In a garden, where the south wind blew  
Gentle and warm, the whole day through.

One chaste and white as a virgin's soul,  
With heart of gold in its waxen bowl,  
Bent not its head as the soft breeze stole  
A drop of dew from its chalice white,  
To give the rose that stood on its right,  
Flushed and trembling with hope's delight.

'Tis legend old as the dial of time,  
That the poets have sung in prose and rhyme  
From northern pole to the sunniest clime,  
How this drop of dew from the lily's bowl  
Which the south wind gay and ruthless stole  
And flung o'er the rose e'er he sped to his  
goal,  
Wedded forever the lily and rose.

From them was born all fragrance that grows  
Which over the earth an incense throws.  
'Tis so the heart, like the lily pure,  
Gives its drop of dew to all who endure,  
Though fainting with failure, though joy  
allure,  
If we falter not, we shall win at last,  
The drop of joy from the sorrows past;  
Over our future it's rose flush 'twill cast.

**Hold On**

Hold on to your tongue when you are ready  
to swear, or speak harshly, or use any im-  
proper word.

Hold on to your hand when you are about  
to strike, or do anything wrong.

Hold on to your feet when you are on the  
point of kicking, or running away from study,  
or pursuing the path of error, shame or  
crime.

Hold on to your temper when you are an-  
gry, excited or imposed upon or others are  
angry about you.

Hold on to your virtue—it is above all  
price, at all times and in all places.

Hold on to your good character, for it is  
now and ever will be your best wealth.

Hold on to your good name at all times, for  
it is much more valuable to you than gold,  
high places, or fashionable attire.

Hold on to the truth, for it will serve you  
well, and do you good throughout eternity.

**The Woman who Worries**

When the kettle boils over.

If baby cries.

If the fire isn't always bright.

At every speck of dust.

If there's a spot on the front steps.

If the ice-man's boots are muddy.

If anything interrupts her afternoon nap.

When a dish or a glass is broken.

If the roast doesn't come along nicely.

Every time the heater needs attention.

If the butcher, the baker, or the candle-  
stick-maker fail her in the least particular.

If the pie-crust burns ever so little.

At every mistake of the servant girl.

Because the gas bill's "higher this time  
than last."

When a huckster knocks at the back door.

If her new dress isn't a perfect fit the first  
time she tries it on.

If the letter she's looking for doesn't come  
to hand on the minute.

Yet how much happier she'd be if she met  
all these things with a smiling countenance!

**Talent and Character**

Talent helps a man to obtain success, but  
it is character which secures it for him. A  
man will succeed with character and very  
little talent, and will never succeed without  
character, whatever talent he may have at his  
disposal.

By character I mean honesty, steadiness of  
purpose, tact, perseverance, industry, sobriety,  
self-control, reliability and strict punctuality.  
The man who possesses these qualities need  
not leave the old world and try new countries  
to get a better chance in life; wherever he  
goes, wherever he happens to be, he is bound  
to be successful, simply because he is wanted,  
indispensable, everywhere.

No one wants shrewdness without honesty,  
or diplomacy without sincerity.

When you are in the presence of a man who  
for many years has been a great success in  
life, take it for granted that you have before  
you a steady, sincere, honest and reliable  
man.

Whatever talent he may possess is of no  
use to him unless that talent is the servant of  
his character, and you will find that this holds  
good, no matter what the pursuit in life of  
that man, whether he is a man  
of business, an employer or an employe,  
or a professional man, lawyer, doctor, jour-  
nalist, artist, literary man, actor.

It is owing to the absence of character that  
great geniuses have been known to die in poor-  
houses. It is on account of their character  
that men with little talent have died million-  
aires, and most respected ones, too.

It is not the cleverest boy of a class who is at  
the top; it is generally the one who has the  
strongest character. Of course, if he has both  
genius and character, he stands beyond com-  
petition. That goes without saying.

There is no luck in life. Luck is of our own  
making. Luck means rising at 6 in the morn-  
ing, living on one dollar a day if you make  
two, minding your own business and not med-  
dling with other people's; luck means the hard-  
ships and privations which you have not hesi-  
tated to endure, the long nights that you have  
devoted to work; luck means the appoint-  
ments you have never failed to keep, the  
trains you have never failed to catch; luck  
means trusting in God and in your own re-  
sources, a religion whose motto is "Help your-  
selves and Heaven will help you." Luck comes  
to those who help themselves and know how to  
wait.

If you are successful all the social failures  
will howl at the top of their voices that you  
have always been lucky. You may certainly  
be lucky for a short time, but you cannot al-  
ways be lucky, any more than you can always  
be unlucky. The man who plays cards every  
day of his life will tell you at the end of the  
year that he has been lucky as many times as  
he has been unlucky.

This is a mathematical law, a fatal law.  
The only way to be lucky at cards oftener  
than unlucky is to cheat; that is to say, to  
force your luck, to make it.

The same in life; the only way to be lucky  
—that is to say, successful—is to leave noth-  
ing to chance, but to work and work and work  
again; to inspire confidence in others by the  
strength and uprightness of your character;  
to make yourself indispensable by your reli-  
ability and your devotion to your calling,  
pleasant by your cheerfulness, respected for  
your honesty and sincerity; and always to  
bear in mind that what can be obtained once  
by tricky means can, as a rule, be obtained  
forever and ever by honest ones.

"Love is a circle, and an endless sphere;  
From good to good, revolving here and  
there."  
—Herrick.

**The Kind of Girls Who have the Best  
Chances of Marrying**

There are few girls who seem to realize  
what a man really requires in a wife. It is  
necessary that a girl who wishes to be happily  
married to a good and true man should re-  
member that in choosing a life partner a  
man invariably decides on a woman who,  
were she a man, would be his best friend and  
closest companion.

Some men, of course, marry their oppo-  
sites. But the majority incline toward the  
woman whose tastes, characteristics and sym-  
pathies are identical with their own. There  
are many girls who cannot take an interest  
in a man's pursuits and ambitions in life.  
They live in a purely feminine world, so to  
speak, composed mainly of dress, fashion and  
amusement. Occasionally they may dabble  
in domestic work; but they regard the latter  
in the light of a novelty, instead of something  
to be seriously undertaken and thoroughly  
learned, in order to fit them for the position  
of wife which they may one day attain.

To them a man's work and ambitions are as  
difficult to understand as the Greek and  
Hebrew languages. They hope the man in  
whom they may be interested will succeed  
in what he wishes to do, but beyond that  
they are not capable of thinking or acting  
with him.

A man wants more than this from the  
girl he is to marry. She must sympathize  
with him and his ideals, and not only sym-  
pathize, but gain some intimate knowledge  
of his work and ambitions, so that he may  
be able to talk to her and be understood.  
By tactfully inviting a man to talk over  
his worries and difficulties, a girl can learn  
all she needs about his interests in life. And  
it is surprising how a man will be drawn to  
her in consequence. It is to her he will come  
to talk over his triumphs and failures, know-  
ing full well that he will obtain delightful  
praise, or sympathy and comforting words,  
which will encourage him to make another  
start.

The simpering, gushing, frivolous girl does  
not appeal to the average man. She appears  
to be too selfish. There seems to be little  
concern or thought for others in her nature.  
Of course, there are few men who like what  
may be termed the thoroughly serious minded  
girl. She must be one who can amuse, and  
who exhibits at times those feminine foibles  
which make a woman so dear to a man's  
heart. At the same time, she must be capable  
of deeper feelings, and the girl who can com-  
bine these characteristics has by far the best  
chance of marrying.

The practical-minded girl, as well as the  
serious-minded, is much sought after by men  
in search of a wife. A man knows a girl has  
domestic qualities when he hears that she  
makes her own frocks, and thinks a thing  
may be as fashionable if it is inexpensive as  
if it is costly. If she can tell how a dinner  
should be cooked, whether she can cook her-  
self or not; if she knows the value of ready  
money, and has a horror of being in debt,  
then he knows that as a wife she will save  
money instead of spending it lavishly and  
recklessly.

And, young girls, let us tell you, be circum-  
spect in your conduct at home, more espe-  
cially when a prospective lover visits you. He  
knows, beyond all possibility of doubt, that  
the girl who is the best sister and daughter  
will make the best wife.

If the stream at which you wish to drink  
is muddy, go higher! The fountain is al-  
ways clear.—Gail Hamilton.



# How the Express was Saved

The Northern Express was just ready to pull out of the station at Saxon. They were eight minutes late, a broken rail some miles below having delayed them beyond the schedule time and Engineer Perkins scowled as he looked out of his window and waited for the signal to start. The train crew saw that scowl and knew they were in for a fast run on that level strip of road stretching from Saxon to Kimbark twenty-nine miles farther north. It was contrary to the chief tenets of Dan Perkins's religion to pull into division headquarters behind time.

The last package was dumped into the express car, each train man waved his hand in turn, the conductor passed the signal to the engineer, and, with a heave and a tightening of the couplings, the long line of coaches slid quietly out of the yard, the bell ringing automatically in front, and the conductor's "All aboard" still sounding in the ears of the crowd on the platform. Brace, the station agent, watched the train as it crossed the Continental tracks with a grinding roar sweeter than any music to a life-long railroader's ear. When it had wound its way across the bridge and was pressing into the open plain beyond, he turned and walked back to his office. Going to his desk, he took up a blank report and began to jot down the day's transactions just as every member of the International system was expected to do every day in the year. Before he had written three words, the sounder on the operator's desk began to buzz irregularly. It was evident to a practiced ear that the other operator was badly rattled. Brace listened mechanically with his pen halting between two words. When the import of the ticking became clear to him, he gasped with horror. The message was from Vineyard, eleven miles above, and this was what it said: "Wild engine ran off switch here and is coming down the track. Stop the express."

Stop the express? But the express was half a mile away and was just getting up speed for a record run behind one of the swiftest engines the road possessed. And in the crowded coaches were nearly five hundred people, bound for different points to the north and west.

For twenty seconds Brace stood as if dazed. Then his will asserted itself and he turned to his assistant:

"You might as well wire headquarters for the wrecking train," he said in a tone of dull despair. "There's no help for that express."

While his assistant rushed the grim request over the wire, Brace turned to the telephone. Once he glanced at the switch engines wandering up and down the long yard, but shook his head. They were far too slow to catch the prize train of the International, heavily loaded though she was. He rang for "central" and asked for the office of the railroad physician. "Hello," came to him in feminine tones he recognized as belonging to the doctor's wife.

"Hello," said Brace, "is the doctor in?"

"No," she replied, "he is out on the street somewhere. Shall I send for him?"

"Yes, and tell him there is going to be a wreck on the road. A wild engine has just escaped at Vineyard and will meet the express. Tell him to come down here and I will send him out on a switch-engine."

"All right," was the startled answer. The agent left the 'phone and went out on the

platform again. A yard engine came at his call and he told the men what had happened and what they should do. Then he sat down and waited. He had done what he could.

The railroad physician was standing in front of the land office of Mr. William Dossing, talking over the details of some recent political event with that gentleman. Dossing was the principal real estate broker of the town, a quiet well-kept man who had begun with nothing when the town was small and had built up a substantial fortune. Besides his land agency, he was interested in many factories, owned several farms and a large amount of city property. He was not noted especially above other men but his cool head and self-possession had been strong factors in his success. In all his long residence in the country town, he had never been known to lose his temper or become unduly excited. Now, when the doctor's wife ran out of the office across the street with the news of the impending calamity, he was not disturbed in the least. The doctor ran for his medicine case, losing his hat as he went, but Dossing stood with his hands in his pockets and calmly surveyed the disappearing train. With all the skill of an accomplished chess player, he was mentally reviewing the situation and its chances. Many of the densest problems of business life could be solved by a careful observation of the surrounding conditions, as he knew well. Here was a problem involving the lives and limbs of hundreds of people. How could the fatal move be checkmated? His long acquaintance with the country had taught him every detail of the landscape for miles around. Between Saxon and Kimbark the tracks were level but not straight. They curved in and out of the groves of pine just enough to prevent a view of the track for any great distance ahead of a moving train. And in all the eleven miles to Vineyard there was no way station or stop of any kind. His mind took in all these details in a second's time, then he saw a chance, only one, and very faint.

Three miles above the town, Dossing had purchased, some years before, a tract of stony land which no one else seemed to want. With his customary sagacity, he had uncovered thereon a bed of good building stone and had opened a small quarry and kept a force of men at work all the time. The quarry-pit was only a pistol shot from the railroad tracks. Between the two was a small building used as an office by the foreman. In this office, Dossing had lately installed a telephone and had connected it with his office by private wire. This telephone was the only hope. If some of the quarry crew were only in the office, it might be possible to flag the train, otherwise it seemed that no human power could prevent the accident. Dossing stepped hurriedly to the private 'phone and rung the bell. The next half minute's suspense was awful. What if the office should be empty? In spite of his cool exterior, he was trembling in every limb. After a slight delay, he heard the receiver taken from the hook at the other end of the line. A voice said, "Hello." It was Flink, a freckled orphan, who had been taken on to help with the lighter work about the yard, more for sweet charity's sake than anything else.

"Hello, Flink," said Dossing, can you do something real quick?"

"I'll try," was the answer.

"I want you to get on the track and flag that train," commanded Dossing. There's a wild engine coming down from Vineyard and it will meet the express just above the quarry. You must stop that train or it will be wrecked, do you hear?"

"Yes, sir," answered Flink.

"Then, get there," shouted Dossing.

"All right," was the faint reply. A slight thump told that the receiver at the other end had fallen on the table. Flink had not taken time to hang it up. Dossing went to the city telephone and called for the depot. The assistant operator answered him.

"I have telephoned my man at the stone quarry to flag the express. If he succeeds, the train will probably run back. You had better arrange your switches accordingly."

"You bet we will," said the assistant as he bolted for the open air to find his superior officer.

Up at the quarry, Flink had just been drawing on his shoes when the warning came. Then he forgot all about his toilet and ran out of the office with one shoe on and the other nowhere in sight. He looked at the track and saw the express just emerging from a cluster of pines not over fifty rods away. Flink stood within twenty feet of the fence that guarded the right of way. He scarcely realized what he was doing as he rushed madly forward, caught the top of a post and flung himself over the upper wire. He landed on his feet and scurried up the bank as if a hundred demons were on his trail. Springing to the middle of the track, he waved his arms wildly. The only reply was a warning "toot, toot," from the engine, but the excited boy only danced up and down and continued his frantic motions. The gigantic drive wheels whirled on, the ponderous mass came steadily toward him. Would it never stop? It seemed to the half crazed youth that the engine was alive, that it was possessed of a malevolent desire to throw him off the track and carry its train load of passengers onward to certain destruction. Nearer and nearer it came and finally Flink was forced to leap outside the rails to save himself. As the engine swept by, he continued to point up the track and signalled desperately for the engineer to stop.

The boy's wild actions and alarmed face convinced the engineer that something was really wrong, so he reversed the engine, applied the breaks and brought the train to a stop within a short distance. The rear brakeman ran back to meet Flink who was tottering toward them.

"What do you mean, kid?" said the brakeman wrathfully, for in his heart he thought Flink crazy.

"Wild engine coming—from Vineyard—run back—or you'll be wrecked," gasped the aforesaid "kid."

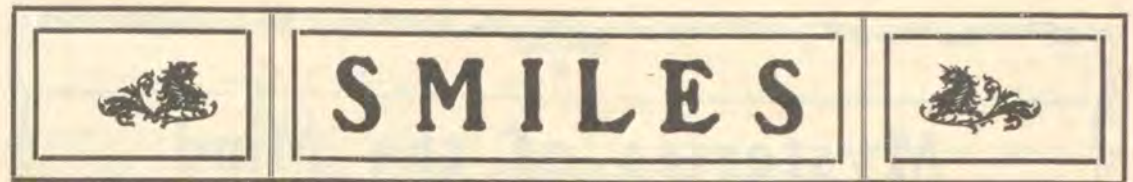
"Who told you this?" asked the skeptical brakeman.

"Dossing telephoned it," spluttered Flink. The man's face went white and he waved the signal to back. The train came slowly back and the conductor on the rear steps of the last coach asked as he came along, "What is the matter? The man repeated the warning."

"Help him up the steps," commanded the boss of the train as he sprang back and caught the bell rope.

In answer to the summons, Perkins turned





on the steam and ran the express back toward the town. As he did so he saw a faint puff of smoke over the trees to the north and caught a glimmer of the facts in the case. He pushed the throttle bar a notch farther and urged the heavy coaches as fast as his panting engine would bear. Just as they crossed the bridge the runaway came in sight around the stone quarry bend. The old yard master, a veteran of thirty-five years' experience, stood at the farthest switch with his hand on the shifting lever. The long train clattered past and as the engine's pilot left the main track the old man threw the switch rod over with all his might.

With a whirl of sand and cinders and a fearful roar, the wild engine passed the closed switch—clear by twenty-five feet.

A few days afterward the general superintendent of the International sat in Mr. William Dossing's private office. The subject of their conversation might easily be guessed. But Mr. Dossing did not seem to agree with the views expressed by the railroad autocrat.

"No," he said, "I appreciate the generosity you display, but I don't need the reward you offer, don't deserve it, and won't have it. If you want to do something so earnestly, do it for Flink. Without him, my nerve and my telephone, of which you speak so highly, would have done no good. He is young and has nothing and a little help now will be a lifelong benefit to him.

The superintendent turned this advice over in his mind and found it good. The next week Flink was the proud possessor of a quarter section of land and a gold watch, and it was hard to tell which pleased him most.

## A Charming Woman

What is meant by the expression? Answer the question who can. Is it a nameless something, undefinable, yet all powerful? Or is it her exquisite manner, tact, sympathy if you will, that sympathy which springs from fine feeling and fine breeding? Or is it through her knowledge of human nature, innate or acquired, or her natural kindness of heart? The charming woman is never under any circumstances a harping critic, but rather a very kindly one. She is never on the lookout for defects of character or person. If they exist and she sees them, be sure that she does not blazon them abroad; but if, on the contrary, she is the discoverer of some hitherto unknown good qualities, be equally sure that they are not hidden under a bushel. She is not a prude. Yet there is about her a sweet, tender, quiet dignity that is all her own; she is to her friends and acquaintances a sort of father confessor—everything is told her without reserve. They crave her sympathy and advice, and they get it. She finds a silver lining in the darkened cloud. She casts no stones, asks no questions. Faithful to her own creed, she is tolerant to all others; but though kind and indulgent, she is not deaf, dumb and blind, nor soft. She can see more with half an eye than you can with two. She knows how and when to pour oil upon troubled waters, can give a turn to an unpleasant conversation or lead up to a pleasant one. Her own griefs and troubles, if she has any, are her own. Never by any chance are they made common property. She keeps her secrets under her own lips' key. She is as wise as a serpent. Her nature never hardens, but mellows and softens with advancing years. She never loses sight of the fact that she is essentially feminine. And it is that very femininity and sweet, tender and strong womanhood of hers that conquer all who approach her. But under, over and above all, her will is law, her influence supreme. She is a striking example of an iron hand in a velvet glove.

## What You Pay For

One-third of a doctor's bill is for the prescription and the other two-thirds for guessing at your ailment.

## These Gloomy Men

They sometimes vow, these gloomy men,  
That naught life's cup can sweeten;  
They think they're melancholy when  
They've merely overeaten.

## If She Only Would

Fate oft scatters roses rare,  
And 'twould be rather nice,  
If fate in slippery seasons would  
Scatter ashes on the ice.

## The Real Test

It's easy enough to be cheerful  
When life's but a dream that's sweet.  
But hurrah for the boy  
Who still preaches joy  
When his new shoes burn his feet.

## The Conductor

A 3-year-old, going to church for the first time, was much surprised when he recognized one of his father's friends taking up the collection.

"Look, mother, look!" he cried. "There's Mr. Brown. I didn't know he was the conductor."

## Wanted Another Ma

"Papa," said little Arthur after his mother had punished him, "will you do something for me?"

"What is it you want?"

"Marry somebody else, and I wish you'd pick out grandma, because she's always kind to me."

## Greatness and Smartness

"Which would you rather be—truly great or really smart?"

"Smart, of course."

"Why?"

"Well, you may be truly great and no one ever know it, but if you're smart you can make people think that you're great."

## Sure

"What did Noah live on when the flood subsided and his provisions in the ark were exhausted?" asked a Sunday-school teacher of her class.

"I know," squeaked a little girl, after the others had given up.

"Well, what?" inquired the teacher.

"Dry land."

## Unsophisticated Man

They were on the piazza and the moon was their only light.

"Did you know," she was saying, "that the Smythe girl was married last Wednesday?"

"Yes," he replied, reaching for her hand.

"And Ethel, my chum, is engaged. And I—"

"You—"

"I am to be—"

"What?"

"A bridesmaid."

"Wouldn't you prefer being a bride?"

"Oh James!"

And the foolish fellow actually believed that he had proposed without assistance.

## Hard to Remember

An Irishman and a colored man had a grievance, and agreed to submit its settlement to prowess. They further agreed that when one of them was licked, and wanted to stop, he was to yell "Sufficient!" and the other must let him up. In a secluded spot they went at it hot and heavy. After half an hour the colored man gave up and whispered from the bottom of the mix-up: "Sufficient!"

"Be-gorry! what a memory ye have," said the Irishman. "Oi've been tryin' t' think of thot wurd fer tin minutes."

## She Couldn't Have Him

A certain small village in the west, far removed from the noise and bustle of commerce, boasts a female preacher, and the lady's duties are many. One day she may visit the sick, another attend a funeral, and the next baptize a baby. One afternoon she was preparing the sermon for the following Sabbath when she heard a timid knock at the parsonage door. Answering the summons she found a bashful young German standing on the step and twirling his straw hat in his hands.

"Good afternoon!" the preacheress remarked. "What do you wish?"

"Dey say der minister lifed in dis house, hey?"

"Yes, sir."

"Yess? Vell, I vant me to kit merriet."

"All right; I can marry you," she said.

The lady's hair is beginning to silver, and the German glanced at it. Then he jammed his hat on his head and hurried down the path.

"What's the matter?" she called after him. alretty."

"You gits no chance mit me," he called back. "I don't vant you; I haf got me a girl

## Irishman Got Even

The captain of a steamer was once filling up his crew for a long voyage, when a seaman came up and said: "I want to sail with you, sorr."

"All right, my man," replied the captain.

"Where have you sailed before?"

"To Australia, sorr."

"What nationality are you?"

"An Oirishman, sorr," was the ready response.

"Well, you must get a character."

This was obtained, and as the Irishman was presenting it another seaman came up and said he wanted to join.

"What line were you on before?"

"American, sir."

"What nationality?"

"English, sir."

"All right, go forward."

Shortly after, as the two were swilling the decks in a heavy sea, the Englishman was swept overboard, bucket and all.

Unmoved, Paddy finished his work, and then went to the cabin's cabin.

"Come in," responded that officer, in answer to his rap. "What's up now?"

"You remember Bill Smith, the Englishman?" queried Pat.

"Certainly, my man."

"You took him without a character."

"I believe so. What of that?"

"Well, sor, he's gone overboard wid your bucket!"



## Mysteries of the Mind

Many instances may be cited where one has become aware of certain surrounding conditions without being able to state definitely just how the knowledge of those conditions has been acquired. You have often been introduced to a perfect stranger and have either liked or disliked him before a word passed between you. In some instances you have known him to be a man whose thoughts and ideas were not in harmony with your own. On other occasions you have liked a stranger from the first, because you have felt that his thoughts and ideas were in harmony with your own. It is the sense of Intuition that enables you, in a vague way, to become cognizant of the natural trend of character in another. Your mind simply becomes aware of conditions through this sense.

Suppose that you are alone in a room, with your mind in a comparatively passive state. Some one enters the next room; but so quietly that you could not become aware of his presence through any of the physical senses. However, the one who has entered the adjoining room is the center of a mass of etheric vibrations which emanate from him and radiate in all directions. Thus anyone with a developed sense of Intuition would be susceptible to these vibrations and would then be aware of the presence. Conversely, a person without any developed sense of Intuition would not be likely to feel these etheric vibrations.

Not long ago a gentleman suddenly conceived a desire to purchase the house in which he lived. After thinking the matter over, he wrote to his landlord—to whom he had never once mentioned it—asking him if he was willing to sell, and if so on what terms. He posted the letter at night. On the following morning he received one from the landlord, who suggested that he should buy the house. The two communications had crossed in the post.

Another gentleman, while sitting by his fire-side at night, gave a start which made his wife inquire the cause. He replied that he had just remembered to whom he had lent one of his books which had long been missing—a former neighbor, then living twenty or thirty miles away. Acting on the spur of the moment, he then and there wrote a note to this gentleman, reminding him of the loan; but, as it was a very inclement night, and he had no other correspondence to dispatch, he determined to take it to town with him and post it in the morning. The letter, however, was never sent. When he came down to breakfast there lay on the table a parcel containing the very book whose whereabouts had flashed into his mind the previous night. The sender stated that it had been mislaid, and that he had only just found it.

Incidents of this kind, if they stood alone, might be looked upon as nothing but coincidences. But there are so many happenings of a similar nature that one is driven to the conclusion that there really is such a thing as telepathy or mental telegraphy—that many of our ideas come to us through the action of minds working at a distance. In other words, two minds are sometimes synchronized and move together without the knowledge, at the time, of their respective owners. Numbers of such cases have come under the notice of the writer.

A contractor told him some time since of a curious one. He was engaged in putting the finishing touches to a tender which had to be in by the following morning, when it flashed upon him, without any obvious cause whatever, that it would be politic for him to reduce by 500 pounds the amount he had arrived at tentatively, or he might be underbid. And he acted accordingly and thereby obtained the contract, whereas he would have lost it had he kept to his original price.

Now, on the same night that he made the fortunate reduction in his estimate his son, who was in a distant part of the country, got to know, more by accident than design, the amount for which a rival had offered to do the work—some £300 or £400 less than the sum which his father had settled upon. This was a mortifying discovery, especially as there was no means whereby he could turn it to account, since it was too late to send a telegram that night and one in the morning would be useless. So he retired to his hotel and brooded over the matter. While so doing, his mind—apparently—unconsciously affected his father's mind.

A gentleman whom the writer knew more intimately had a parallel experience. He parted from his wife, who returned to her parents in a town about fifty miles away. Very soon he bitterly regretted this step and took upon himself all the blame; but his pride would not allow him to write and confess that he had been in the wrong. One afternoon, when he had been separated from his wife some months, he could not dismiss her from his thoughts. At length he pulled a writing pad toward him with the intention of writing the fateful letter. But he pushed it aside, put on his hat, and went out.

As soon as he was in motion a conviction forced itself upon him that his wife was coming to the town then, at that moment. By some impulse, which he could never explain, he turned toward the railway station; and when he was half way up the slope to it he saw her coming down, not alone, as he had pictured her, but in company with some friends whom she had come to visit—a visit of which he was in complete ignorance. A day or two afterward man and wife met again, with the result that a reconciliation took place. The lady afterward said she was thinking about her husband all the while she was traveling.

Similar in essentials was a story which an old lady used to tell. She had only one son, a sad scapegrace, but none the less her son. For good and sufficient reasons the father banished the lad to the colonies, and for some years afterward he wrote to England fitfully. Eventually his letters ceased altogether, and when the father died nothing had been heard of him for at least eighteen months. Desirous then that he should return home, the mother advertised for him in a number of colonial newspapers; but with a negative result.

One day "something told her" that her boy was not only alive, but actually coming back to the parental roof—a presentiment which affected her so powerfully that she gave orders that a bedroom should be got in readiness for him. And, sure enough, the scapegrace did come. He had not seen the advertisements,

and did not even know of his father's death.

### The Dream Fulfilled

"I noticed an article in the Star a few days ago on presentiments of death," said an army officer this morning, "which reminded me of an instance coming under my personal observation during the civil war.

"A general officer on the staff of General Rosecrans received a letter from his brother, stating that he (the brother) was in receipt of a letter from a lady friend, in which she stated that she had dreamed that the army officer would be killed upon a certain day which she specified.

"The brother, in acquainting the officer with the premonition, ridiculed the probabilities of its fulfillment, and advised the officer not to take it to heart or attach any weight to what was undoubtedly a visionary creation.

"I knew the officer very well. He took an opposite view to his brother, and declared and seemed to feel that it was destined to prove true. He spoke of it often to his intimates on the staff, and made preparations to meet death by arranging his worldly affairs. He was a Catholic, and so convinced was he that he was to die that he received the sacraments of the church.

"On the day when the lady had dreamed he was to be killed the battle of Murfreesboro' was raging. He mounted his horse to carry out an order of his commanding general, and as he was riding over a field a few yards from where I was stationed a shell exploded so close to him that he was instantly killed, being nearly decapitated.

"So impressed was he that that day was to be his last on earth, he had spent the morning at intervals reading a small pocket edition of a religious book. This book was in his hand when the shell exploded.

"Strange to say the lady who had the dream was not well acquainted with the officer, but knew his brother, who was a priest, very well. The fact that she should have had such a dream at all concerning one whom she scarcely knew, that it should be communicated to its subject, and that he should be killed on the very day she named, was one of the many happenings of the Civil War which I personally knew to be true."

### Woman's Occult Powers

In discussing the "sixth sense" in animals, the London Daily News announces that, among the other domestic animals, woman possesses this sense to a marked degree. In evidence of which there is the instance of the woman residing in the hotel at Amalfi the day before the landslip, who refused to stop another night, because she could "feel" that the earth was moving. Similarly, domestic animals manifested symptoms of unrest and apprehension before the serious earthquake of 1897 in the Riviera, and it is commonly noticed that previous to earthquakes generally, and before great storms, dogs, cows, horses—and women—"feel" the approaching disaster. Why domestic animals, including women, have this prescience, which is almost entirely wanting in wild beasts and men, is explained by the statement that the former have less to think about than the latter, and so are more attentive to their sense impressions. Men and wild beasts labor under the absorbing necessity of providing food for themselves, and protecting themselves against enemies, while the domestic animals are spared all this.

If you have built castles in the air, your work need not be lost; that is where they should be. Now put foundations under them.—Henry David Thoreau.



## Trying to Work Without System

You ask me to tell you frankly and candidly why you have not succeeded better, and I shall do so. It seems to me that one of your greatest hindrances is a lack of method and order. You are not systematic in your endeavors. You are spasmodic, irregular, rhapsodical, and uncertain. Your tendency is to give too much time to reflection and not enough to action. From my observation, I should say that you mull too much over your work; you sit and ponder and think, not carefully, but in a helter-skelter sort of way.

You are not systematic in your work. Your desk is laden with papers, letters, and manuscripts that should be filed and arranged in an orderly manner, and not carelessly put into pigeonholes and drawers, where you are obliged to rummage in a great mass of papers when you want to find anything.

Lack of system will cause you to do things

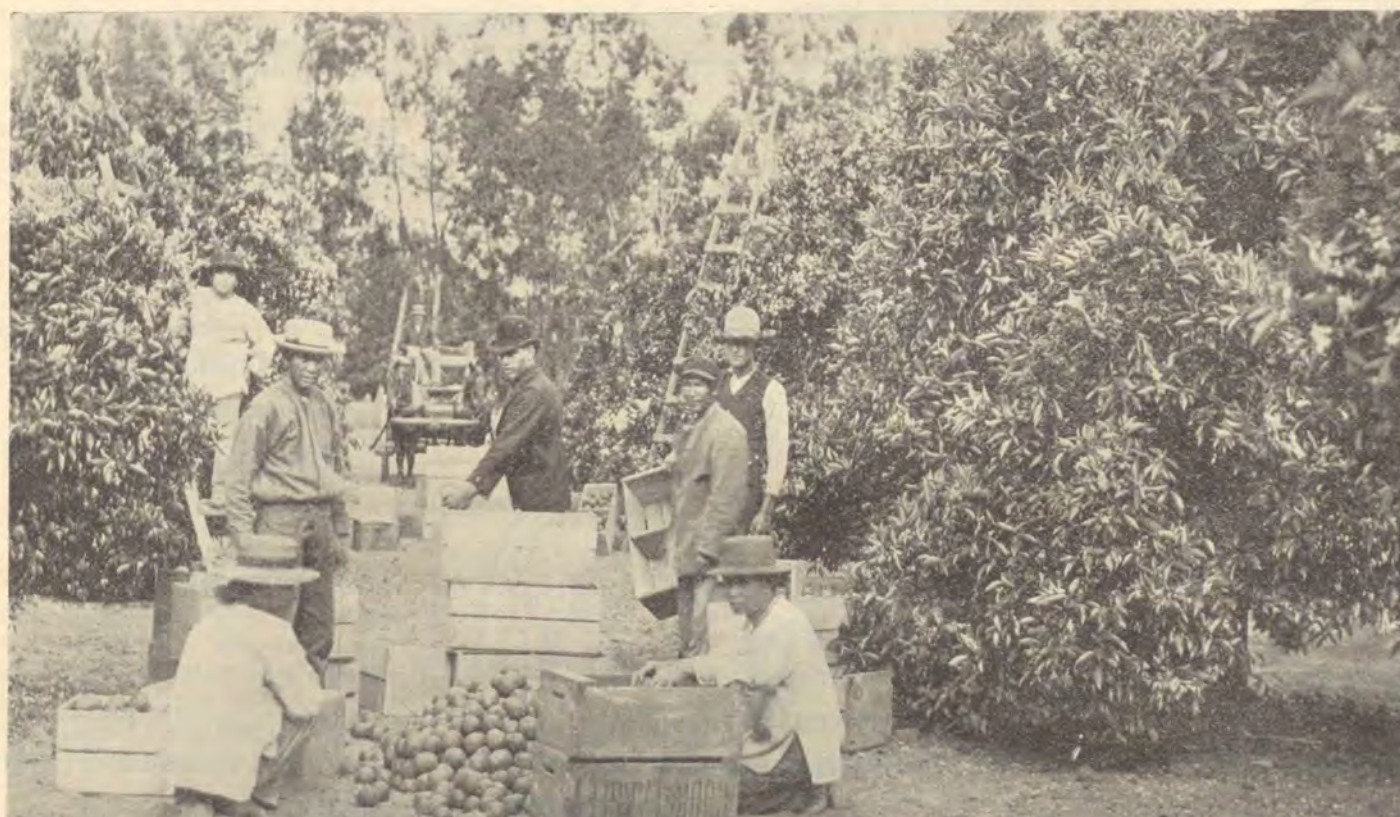
til he is compelled to do it, can never expect to win success.

You lack the power of decision. It takes you a long time to make up your mind, and even then you do not decide firmly and positively, but are always ready to reconsider or reopen the question. You like to "look things over" too much. This wavering, capricious habit is very injurious and demoralizing to the mind. After a while you lose confidence in your judgment, in your power to decide, and you depend upon others for advice and suggestions. You lose your originality and become an imitator. When something important confronts you which demands immediate decision you hesitate, "beat about the bush," to gain time, grasp into vacancy for the advice of your prompters, and very often lose a grand opportunity to better yourself. This habit is very destructive to true character-building. People who are always weighing and balancing questions

something else and lay that down also, but settle things as you go along. It is a thousand times better to make an occasional mistake than never to settle anything, but be always balancing, weighing, and considering many things at a time.

It is vigorous thought which counts. A subject which is handled, so to speak, with the tips of the mental fingers, never amounts to anything. You must seize and grasp with all your might the thing you are attempting, and do it with vigor and enthusiasm, if you wish it to bear the stamp of superiority when completed. Another defect in your work, which arises from the faults I have mentioned, is failure to complete things. Your work bears the impress of incompleteness, and seems always to lack something.

If you could overcome these defects, you might be successful, for you really possess great ability but lack definiteness. Evidently your mind has not been trained to exactitude.



CHINAMEN GATHERING ORANGES IN JANUARY

over many times, which might easily have been done correctly and finally at first. As you do not preserve the result of your labors by systematic arrangement, you have your work to do over again, when you want some particular thing, because it takes less time than it would to find it among your confused mass of material.

You think you accomplish a great deal more than you do because you so waste the effects of your labor that your effort does not count in final results. It seems to me that you also lack dispatch. Procrastination is one of your greatest enemies. You keep putting off things from day to day on flimsy excuses. You resolve often that you will act with precision, that you will do things at once, but your resolve dies out; it atrophies, and, when night comes, you find that you have executed but a small part of what you intended to do.

Exeutive dispatch is one of the indispensable requisites of success. Its cultivation would facilitate your work wonderfully. A man who dillydallies, who procrastinates, who never acts promptly, who puts off a thing un-

in their minds, and always ready to reconsider what has been practically settled, lack strong character-fiber, and are deficient in manhood-timber. Absolute independence is essential to strong character. Leaners, imitators, and people who never learn to depend on themselves are always weaklings. I know of nothing more demoralizing to the highest success, to real manhood or womanhood-building, than the growth of a habit of indecision.

A man who does forcible work must dismiss a subject from his mind when he is done with it. This increases the grasp and power of the mind and keeps it clear for concentration upon the thing under consideration. Nothing can be accomplished with half a mind; you must concentrate, or focus all your powers upon the thing you are doing. This you can never do when things by the score are half-settled in your mind, continually obtruding themselves for consideration, and hindering the thought of present problems.

When you have anything in hand, settle it. Do not look at it, lay it down, then look at

There has been carelessness in your education somewhere. It may be partly the fault of your teachers or your parents in not calling your attention in your early life to these deficiencies. If this had been done, the task of correction would have been easier than it is now, but the faults may still be overcome if proper diligence be used. I hope, for your own sake, that you will set about it with determination.

## Put Yourself into Your Work

If you would have work count for something, put yourself into it; put character, originality, individuality into everything you do. Don't be satisfied to be an automaton. Determine that whatever you do in life shall be a part of yourself, and that it shall be stamped with superiority. Remember that everything you do of real value must have the impress of yourself upon it, and let that be the evidence of excellence and superiority.

You will find that devotion to your work will pay. Superiority of method, progressiveness, and up-to-dateness, leavened with your own individuality, are permanent.



# Health-Giving Food

## HOW TO SERVE IT

By  
Mrs. A.V. Segno

### MENU NO. 12

#### FIRST MEAL

Corn Meal Mush  
Graham Gems Warm Maple Sugar  
Assorted Fruits

#### SECOND MEAL

Puree of Vegetable Soup Sweibach Crotons  
Olives  
Baked Potatos Nut Gravy  
Bean Salad  
Fruit Bread Butter Orange Cups

#### TO PREPARE.

**PUREE OF VEGETABLE SOUP**—Cook together in water, slowly, two each of onions, carrots and turnips; 1 cup of cabbage, a little parsley and celery. Keep well covered to preserve the strength and liquor. When thoroughly done, skim them from the kettle and press through a sieve or potato ricer. Return to the kettle, season and heat thoroughly again. Serve with Sweibach Crotons. This makes a delicious soup, if care is used to keep it the proper strength and consistency.

**NUT GRAVY**—Grind  $\frac{1}{2}$  a cup of nuts rather fine; add 2 table-spoonsful of Olive oil and brown carefully in a pan. Add 1 table-spoonful of Entire Wheat flour blending carefully with the nuts and oil to avoid lumps; then pour in cold water slowly, stirring constantly and boil for a minute or two. Season. This makes a delicious gravy if carefully prepared.

**BEAN SALAD**—To a pint of cold baked beans add 1 cup of celery, cut very fine. A little parsley. Dress with lemon juice and a little Olive oil. Garnish with blanched celery leaves.

**FRUIT BREAD**—Prepare according to instructions given for Entire Wheat bread in the October number. Add raisins, currants or prunes. Fruit should be slightly dredged with flour to avoid sinking. If prunes are used, they should be soaked 12 hours. Cut from the stones and in pieces about  $\frac{1}{2}$  inch.

**ORANGE CUPS**—Cut the oranges in half cross wise. Remove from the skins with a sharp knife; cut in dice, sprinkle with sugar and return to the skins.

### MENU NO. 13

#### FIRST MEAL

Hot Lemonade  
Wheat Wafers Poached Eggs  
Muffins Baked Apples

#### SECOND MEAL

Cream of Oats  
Celery Olives  
Oyster Plant Croquettes  
Apple Salad Cottage Sandwiches  
Grape Juice

#### TO PREPARE.

**CREAM OF OATS**—Soak 1 cup of rolled oats 3 hours; grind or roll  $\frac{1}{2}$  cup of walnuts very fine. Stir the oats into a quart of milk, add the nuts; season and when hot add 1 egg beaten very light, a lump of butter. Do not boil, but serve hot.

**OYSTER PLANT CROQUETTES**—Cook the oyster plant in the regular way until thoroughly done. Press through a sieve leaving it as dry as possible. To one pint of pulp add two eggs beaten very light. Season. Dredge with cracker crumbs and cook in olive oil.

**APPLE SALAD**—Cut tart apples into small dice; add a cucumber pickle chopped very fine. A few nut meats, dress with French dressing. Place in a salad bowl lined with water cress. Apples should always be prepared last to prevent turning dark.

**COTTAGE SANDWICHES**—Butter Whole Wheat bread on the loaf; cut in very thin slices. Put a layer of Cottage Cheese and a few raisins between and press together. Cut in triangles.

**COOKIES**—A delicious after-school cookie for the children can be made of wheat or oats. Grind 1 pint of grain fine in a coffee mill. Soak in milk or water 2 hours. Drain and sweeten with maple syrup, or brown sugar. Add 2 eggs beaten to a froth; drop into an oiled pan. Bake in a moderate oven just a few minutes.



## Grandma's Berry Pie

I like to go to grandma's when vacation days  
come round,  
She lets me play out in the hay and roll upon  
the ground;  
She's good to little boys like me, and gives  
'em lots to eat,  
And says she doesn't mind if a fellow's tooth  
is sweet.  
Her things are always "home-made," and  
they're better than you buy.  
You ought to taste, for instance, some of  
grandma's berry pie.

She keeps it in the pantry, 'way up on the  
second shelf,  
And when you're good she tells you, you can  
go and help yourself;  
I climb up on the barrel and cut a great big  
slice,  
And when the red juice oozes out, my! doesn't  
it look nice?  
I try to mind my p's and q's, as grandma says  
I should.  
If your reward is berry pie, it pays you to be  
good.

Some days I go a-fishin' in MacMurray's pool  
for pike,  
And grandma fills my dinner-pail with things  
she knows I like;  
I bait my hook and throw it in and watch, till  
by and by  
I seem to grow real hungry for a piece of  
berry pie,  
And as I sit upon the bank and wait and  
wait and wait,  
I wonder if the fish would bite with grand-  
ma's pie for bait.

## Fish is Not a Brain Food

There has been great diversity of opinion  
among doctors and scientific food experts on  
the question of fish as a brain food. It has  
been popularly supposed all along that fish is  
rich in the elements that nourish the brain  
and stimulate thought. In the same way,  
though not for the same reason, the notion has  
prevailed that long hair was the sign of a  
highly developed fancy, hence the long-haired  
poet and the long-haired literary man and the  
long-haired artist. No one has ever been able,  
however, to trace the scientific relation be-  
tween a long and bushy crop of hirsute and a  
highly-developed imaginative faculty, and yet  
the poet, the musician and the artist continue  
to wear long hair. We long ago placed the  
fish proposition in the same category with the  
fellow who wears his hair long in order to be  
a deep thinker. Now comes the declaration of  
science, as voiced by the London Lancet, to  
the effect that fish is no more a brain food  
than cabbage, or turnips or roast beef. This  
is unwelcome news for the ministers, teachers,  
writers and musicians who have been subsist-  
ing on a fish diet for many years. If they  
have not found out long ago the fallacy of this  
notion about fish, they can now contemplate  
the authentic statement contained in the Lon-  
don Lancet and change to a diet that is just  
as nourishing and much more easily procured.  
It is true, as a matter of fact, that fish con-  
tains phosphates, but so do nearly all other  
meats in larger or smaller proportion. The  
water we drink and vegetables we eat all con-  
tain phosphates. The human animal could be a  
profound thinker without ever tasting fish of  
any kind. It is true that fish is an excellent  
food because of its nourishing nature, because  
of the digestibility of its elements. It may be  
digested and assimilated by stomachs that will  
not dispose of the hardier meats and other ar-  
ticles of diet; but it is in no sense a brain or  
nerve food. If you want a good, clear brain,

capable of sustained and efficient effort, drink  
plenty of good water. Breathe plenty of oxy-  
gen from the out-door atmosphere, take plenty  
of exercise and subsist on simple foods of  
highly nourishing value, easily digested, eas-  
ily assimilated. For a bulging brain you could  
have no possible use without a strong and  
vigorous body, a healthy circulation and rich  
blood to go with it.—What To Eat.

## The Tragedy of the Quick Lunch

Who can write the life-tragedies that may  
be traced to the "bolting" of lunches at  
"quick lunch counters?" Yet it would seem  
that even a "quick lunch" is becoming too  
slow for us. Recently I saw a sign in the  
window and over the door of a New York res-  
taurant, announcing "The Quicker Lunch."  
"The quickest lunch" will probably soon fol-  
low. Indeed, many young business men do  
not take time even to go to a lunch counter.  
They have luncheon brought to their offices,  
where they talk business while they dine.

Has life become so rapid that a man can  
not take time to eat? Is it possible that he  
can allow himself only ten minutes for lun-

cheon; and that, even while eating, he can not  
take time to smile, or to turn off the steam,  
but must keep the throttle valve of his think-  
ing machine wide open,—planning, planning,  
thinking, thinking?

We have become mad in the matter of dol-  
lar-chasing. Not long ago I heard a business  
man say that his partner, who had recently  
married, "took his wedding trip on an ele-  
vator in a New York sky-scraper." It was the  
only time he felt he could take to celebrate  
such a minor affair as his marriage!

A man can not be normal, and can not  
reach his best while living at such a high rate  
of speed. We Americans can not, under exist-  
ing conditions, attain that exquisite poise of  
character, that mental balance, and that har-  
monious bearing which should distinguish a  
great people, of a highly civilized race.

That day is best wherein we give  
A thought to others' sorrows;  
Forgetting self, we learn to live,  
And blessings born of kindly deeds  
Make golden our tomorrows.

—Rose H. Thorpe.

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## Aevology

A brief suggestion which was made by Dr. Addison Ballard in a letter to The Tribune the other day has aroused some attention and deserves more. It was to the effect that in some college or university there should be undertaken the systematic study of the science of the prolongation of human life, under what might be called a "Chair of Aevology." To some this may have seemed impracticable, visionary, even fantastic. But such judgment was not wise. Surely there is nothing of more practical value than that which tends to conserve and to increase man's most prized possessions, and surely there are few things which men prize more than life. "All that a man hath will he give for his life." Amid our studies to gain distinction and power and wealth and pleasure, then, what can be more fitting than to study that to which these are mere ministers and upon which they all depend? We study biology in the hope of learning the secret of life's origin; and we study psychology to learn all we can about the spiritual manifestations of life and, if possible, to get some glimpse of life beyond the veil which men call death. Why not, with comparable earnestness and system, the space between the cradle and the grave? study the art of making as long as possible.

Dr. Ballard suggested in his letter some of the studies such as science would involve. Naturally, it would include at least some portion of biology and of psychology. Physiology and hygiene and both private and public sanitation would likewise be included. Air, food and drink and methods of taking them would be considered, together with sleeping, exercising and all the physical functions and activities. But the science of "aevology" would go further than these. It would institute research into the influence of mind over matter, into the effect of mental upon bodily conditions. It would study the relationship of cheerfulness, contentment and happiness to longevity, and the connection between serenity and health and between mental distress and physical disease. Thus the various pretensions of mental healing, "Christian science," and the impressive phenomena of Oriental occultism would become subjects of authoritative and determinatory investigation.

We shall not be so rash as to venture any estimate of the results of such study and research. But it can scarcely be disputed that such a sphere of investigation would be both legitimate and promising. It has been bluntly remarked that we should be far better off if we took as much care in and devoted as much study to the propagation of the human race as we do to the raising of thoroughbred horses and cattle. We may add that we might also be better off if, in addition to research into biogenesis and all possible attention to therapeutics and surgery and what not, we gave more systematic and scientific attention to the general caring for and culture of and prolongation of life after it has had its genesis and before it is compelled, if ever, to intrust itself to the hands of the physician and surgeon. There are many ways in which educational foundations might be—and have been—established that are far less practical and far less promising for the welfare of humanity than that suggested by Dr. Ballard—a "chair of aevology," for the study of "the science of the prolongation of human life."

All parents delight to have strong, noble and excellent children, and some wonder why theirs are not. Strong, noble and excellent children are made by strong, noble and excellent parents.

## Vegetables and Health

The young shoots of asparagus have from remote time been held in high repute as a culinary vegetable, owing to its delicate flavor and diuretic virtues. The ancient Romans served it at their most elegant banquets. No vegetable is more favorably known as a cleansing agent of the kidneys.

The cabbage family, of which there are many branches, namely, Brussell sprouts, one of the most delicate of table vegetables; the common drumhead; the red cabbage, excellent for pickling; cauliflower; broccoli, a variety of cauliflower; broccoli sprouts and kale—all contain a large percentage of nitrogenous compounds. They are a mental and physical tonic, but unless eaten very fresh are difficult of digestion.

By the use of rhubarb the stomach is strengthened and incited to healthy action. Its censorship over improper diet is important and beneficial, inasmuch as its laxative qualities cleanse the system of much effete matter.

The purgative properties of the onion recommend its frequent use to cleanse the general system. It especially promotes discharge from the mucous membrane of the lungs and trachea.

Horseradish is a good local stimulant and a mental and physical tonic. Its frequent use will relieve a tendency to dropsy, and it contains properties that are beneficial to chronic rheumatism sufferers.

Laxative properties are found in parsley. Spinach exerts a strong influence over lungs and liver. Its seeds are often prescribed in the Orient for inflammation of the liver and to relieve difficult breathing.

The watercress is a pungent stimulant with antiscorbutic properties. Nasturtium pods and horseradish have similar attributes to the watercress.

Lettuce is especially healthful, because so easy of digestion. Added to these are laxative and soporific qualities, which make it a valuable salad for nervous people. Okra has a soothing effect upon the system.

The common bean is more nutritious than wheat. It is, however, a rather coarse food and difficult of digestion. Wax and butter beans, when cooked tender, are wholesome and nutritious. Peas are equally as nutritious and wholesome as beans. Very few appreciate the value of dry peas in a puree.

The cucumber and muskmelon possess remedial qualities for rheumatism.

Potatoes, both sweet and white, are allied to several powerful narcotic plants, as well as to other esculents, such as tomato and egg-plant. Potatoes consist almost wholly of starch, and accordingly are deficient in nitrogen, and ill adapted for an exclusive article of diet; though, as an accompaniment to other heavy foods, they are very healthful.

Parsnips and salsify are highly nutritious if used in season.

The squash has great food value. Its properties are similar to those of the sweet potato. The carrot is a moderately nutritious food, with the same properties when used internally as when applied outwardly in the form of a poultice, allaying inflammation. Its chief value is in the form of a digester. It is said that the frequent use of carrots will bring brilliance to the eye, smoothness and gloss to the hair, and clearness and color to the complexion.

A light supper, a good night's sleep and a fine morning have made a hero of the man who, by indigestion, a restless night, and a rainy morning would have proved a coward.—Chesterfield.

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## Pure Food Promotes Mental and Physical Strength

BY WILLIAM E. TOWNE

If you were a good carpenter you would take great pains in the selection of the tools which you used. You would see that there were no flaws of workmanship in your tools, and that they were constantly in first-class condition.

A good workman may accomplish much with poor tools, but he will always accomplish more if he has the best obtainable instruments to work with.

Now, the body is the instrument of the soul. Through the body the soul finds expression, and creates in accordance with its desires.

If the body is kept clean and pure, as becomes the temple of the living God, the soul is able to express itself more fully, and to better build the entire man into the being which he should become.

A body which is clogged with excess of food, or deadened by the use of liquor, or tobacco condiments is not a fit instrument for the soul's expression.

The finer, higher vibrations from the unseen side of life are not recognized or registered by a physical body which has had all its senses dulled by so-called "high living."

In reality "high living" is the lowest form of living. It is groveling in the physical senses which have no life in themselves. It is turning away from the springs of real life to that which can never bring satisfaction or happiness.

The use of wine and tobacco first stimulates and then dulls the physical senses. The effect of their use is to coarsen the body and physical senses and dwarf the mind.

There is little doubt in my mind that the habitual use of meat as an article of food is productive of results similar to those which attend the use of liquor and tobacco.

Meat is largely a stimulant. But it has other qualities which make it even more injurious than tobacco and liquor. Meat contains impurities which enter the blood and produce cancer, rheumatism and kindred disorders. It leads to a craving for other stimulants as well.

Dr. Jackson, for forty years at the head of an asylum for drunkards, says:

*"It is morally and physically impossible for any man to remain a drunkard who can be induced to forego the use of tobacco, tea, coffee, spicy condiments, common salt, flesh meats and medicinal drugs. If his diet consists of grain, fruits and vegetables simply cooked, he cannot retain an appetite for strong drinks. The desire dies out of him, and in its stead comes up a disgust. This disgust is as decidedly moral as it is physical. His better nature revolts at the thought of drinking, and the power in him to resist is strengthened thereby."*

There is a prevailing notion that meat imparts more strength than other foods. This is wholly an error. Over and over again it has been demonstrated that those accustomed to a vegetarian diet could more than hold their own in tests of strength and endurance with those who were meat users. Many successful athletes refrain from eating meat because they find other articles of food better suited to their needs.

Sir Henry Thompson, M.D., F.R.C.S., an eminent English authority, says: "It is a vulgar error to regard meat in any form as necessary to life. All that is necessary to the human body can be supplied by the vegetable kingdom. . . . I know how much of the prevailing meat diet is not merely a wasteful extravagance, but a source of serious evil to the consumer."

Alex. Haig, M.D., F.R.C.P., one of the greatest authorities upon rheumatism and gout, says: "As animal flesh of all kinds contains either uric acid or substances equivalent to it, such as xanthins, these sources of albumen must be ruled out, for the blood can not be kept properly free from this substance while it is being continually introduced with every mouthful swallowed."

So much for the scientific objections to flesh eating. But there are also other reasons why the person who desires to reach the highest spiritual unfoldment should not partake of flesh. The animals eaten are only a step lower in the scale of being than man. The custom of slaughtering animals for food is degrading in many ways. The taking of animal life is repugnant to those who recognize the unity of all things.

Fruits, nuts, cereals and vegetables are the best and purest food for man. Fruits and nuts are ripened by the sun's rays, and partake of the sun's vitality and warmth.

Of course, those who live on the purely animal plane, and who have done so for many years, will not find it so easy to make a radical change in their diet. But when the time comes that they really desire to make a change, and they see the advantages of a pure diet, they will not find it so difficult to gradually introduce fruits, cereals and vegetable products into their daily meals until meat is nearly or quite eliminated.

The excessive use of pepper and salt is to be avoided. Tea and coffee also are stimulants which can well be dispensed with.

The use of meats and condiments is responsible for many cases of dyspepsia, which would be greatly modified or entirely disappear upon the adoption of a pure diet.

Children who are brought up on a non-meat diet are healthy and strong and never have any craving for meat because they have not formed the habit of eating it.

The meat eating habit is fostered and perpetuated largely because of the stimulating qualities which the flesh diet affords. For meat is really more of a stimulant than a food. Far greater strength, endurance and vigor of body and mind are to be found in a non-meat diet than in one composed largely of flesh. Many of the best authorities on diet which are to be found are well agreed on this point. And many physiologists who do not openly advocate a non-flesh diet will tell you that it has many advantages. Their reason for not recommending its general adoption is because of the supposed difficulty of obtaining suitable food to take the place of meat. This difficulty appears much larger than it really is.

A little study of the various properties of the common articles of diet will show you what to select to take the place of meat. And you will be somewhat surprised to learn that the nutritious value of meat is really low as compared with most other common articles of food.

There is one error into which many people fall when they first discard meat, either wholly or in part. That is, they eat too large a proportion of starchy food (bread, potatoes, pastry, etc.) and not enough fruit and vegetables or nuts.

For those engaged in manual labor peas, beans and lentils afford an excellent substitute for meat. The various kinds of nut butter can be used to good advantage, and ground nuts, in various combinations, make a good substitute for meat. Do not forget to make at least one meal a day wholly, or nearly so, of fresh, ripe fruit. And eat plenty of fruit at all times, either fresh or cooked.

Milk, butter, eggs and cheese will be found valuable aids to those who are beginning to eschew meat.

## HOW TO GROW TALL

A Startling Discovery that will Revolutionize the Physical Condition of Mankind

Why Remain Short and Stunted when You may Learn Free the Secret of How to Grow Tall?

No matter how Short you are or what your Age, you can Increase your Height



No new discovery has attracted more attention in the scientific world than that made by K. Leo Minges, of Rochester, N. Y. Mr. Minges is to short men and women what the great Wizard Edison is to electricity. He has gathered more information relative to bone, muscle and sinew than any one else in existence. Making people grow tall has been a hobby with Mr. Minges for years, and the results he has accomplished are startling to a high degree. By his method every man or woman not over 50 years of age can be made to grow from two to five inches in height, and any one older than that may increase his height perceptibly. His method has the endorsement of leading physicians, and several prominent educational institutions have adopted it for the better physical development of their pupils. If you would like to increase your height you should read the book which tells how this remarkable discovery was made and reveals to you the secrets of how to grow tall. It is free. You are not asked to spend a single cent, and if you desire it we will send you the statements of hundreds who have grown from two to five inches in height by following this method. The results are quickly accomplished. Many have grown as many as three inches in two months. There is no inconvenience, no drugs or medicines, no operation. Merely the application of a scientific principle in a perfectly hygienic and harmless way. Your most intimate friends need not know what you are doing. All communications will be sent in plain envelopes. The book, "The Secrets of How to Grow Tall," contains illustrations that will interest and instruct any one. One thousand of these books will be given away absolutely free, post-paid, while the present edition lasts. If you want to grow tall, write today, in strictest confidence, for a free copy. Address THE CARTILAGE CO., 171 R., Unity Building, Rochester, N. Y., U. S. A.

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In conclusion, it is needless to say, perhaps, that many of the world's greatest scholars and most spiritually minded men have been non-meat eaters. A non-meat diet is certainly conducive to the highest physical, mental and spiritual development. Keep the temple of your body pure, and your soul will then be better able to build you into such a being as you desire to become.





# GRAPHOLOGY

CHARACTER AS REVEALED BY HANDWRITING

By Mrs. Franklin Hall



The question has often been asked "why does a person's writing change?" The answer is simple; because we are always changing. We cannot stand still, we must either retrograde or advance. Again our moods are changing. You might write today when happy, peaceful and in perfect health, an easy flowing hand with graceful curves and tomorrow under the influence of anger, hate, sorrow or pain your writing would be awkward, scraggly, uncertain. That is why sometimes you send a specimen of writing to a graphologist that was written by a friend happy and amiable; you had never been with them enough to see them aroused, but the specimen of writing you had sent for analysis had unknown to you been written while the blood of that person was surging with anger, and when the graphologist said he, or she, as the case might be, had a very fiery temper, you resented it and said the graphologist was a fake.

Can you understand now when later days showed his friend to you in a passion, how you had wronged a science? That is why the writing unless purposely disguised, or become mechanical through endless teaching, is like the sensitive plate of the camera, photographing a person's soul. It is the most wonderful of this line of science for this reason, and by the same reason the most difficult to thoroughly perfect, although one can become a clever reader in a dozen lessons; but if he is to become expert, months and years of actual experience in the work must be added on to this.

*was away. Mother  
had a grand time  
fine change for*

In the above specimen we see neatness in the appearance of the writing and in the dotting of the "i". The letters are spread far apart indicating a talkative nature who enjoys a bit of gossip and as many of the letters are pointed at the top, one who is also curious and inquisitive, but at the same time there is marked secretiveness in the closing and looping of the "o" "s" so much so that she would not hesitate to prevaricate to shield one she loved for any just purpose. There is great pride in the high first point of the "M" and also a selfishness regarding personal pleasure and comfort in the inward turn of this first loop, but there is also large generosity in the finals and broadness of most of the letters and she is capable of great sacrifice for love for the letters all slant and are sensitive in their impression. There is a vivid imagination verging upon the poetical in the loops of the "y"s and "g"s" intuition in the broken spaces between letters and impatience and a tendency to worry over small things. There is good executive ability because of the even spacing of the lines. This person would make a good

business woman in some lines of work where it did not require large diplomacy.

We have below the artist temperament with high ideals in the high flights of the crossings and dots. Great ambition and dauntless hopefulness in the ascendant writing. Tenacity that will struggle against all obstacles in the hooks upon crossings. Obstinaey in some of the triangular crossings also intensifies this. Refinement and intellectuality is shown in the general appearance of the writing. Shrewdness and diplomacy in the tapering words. There is also ardor and enthusiasm in the upraised crossings. Language is displayed in the space between letters and power of analysis in the pointed tops. This person is a talented musician and painter.

*Dec. 5th for our Frost Society  
concert in the Lyceum and a*

## READINGS FOR SUBSCRIBERS

C. F. J., Mobile, Ala.—You have high aspirations and a great desire to make of your life something above the average and the strong imagination that makes you in some things more theoretical than practical. You build many castles in the air and often talk over with others schemes for making money, but they do not often materialize and when they do not then you grow despondent and

not be imposed upon without resenting it sharply. You have a keen sense of humor with always an answer for jest or sarcasm and it is not often one can get the better of you. Have a good memory and a firm will when you want to use it. Would do well in mechanical or manufacturing pursuits and ought to make at least sufficient to keep you and yours comfortably.

B. M., Los Angeles, Cal.—You have a nervous and sensitive nature that shrinks from criticism, especially when it comes from those whom you love. You have intuition quite strongly marked and often have premonitions of coming events both in your waking and sleeping dreams. Are observant, critical and

could when provoked be a bit sarcastic. While you enjoy the luxuries of life you are inclined to be thrifty and will try as near as possible to keep your expenses within your income. You are very sympathetic and always willing to do what you can to aid those who are in trouble. You need to cultivate just a little more persistent firmness. Should take a great interest in scientific subjects and would do well in some vocation in this line.

A. J. Portland, Oregon.—We can bring no heart and soul closer than our thoughts, so those whom we love thousands of miles away are our thoughts for the time being and while they are they are nearer than those who sit beside us. You have a too sensitive nature and it causes you some sorrow that otherwise you might have missed. You are impatient and restless and not entirely satisfied with your life as it is longing for some change to come into it. Your life has not been what you planned that it would be in the days that are gone and it has had a tendency to embitter you just a little. If possible let your past be as a book that is read and begin one of new cheer and hope. You are sometimes too quick to anger, a little too obstinate. Had you had the opportunity for education could have made a successful physician. You would do well in something requiring deft fingers.

M. D., Pa.—Your nature is generally a hopeful one unless everything goes wrong for a time then you are inclined to become discouraged although it does not take much to restore you to your wonted buoyancy of spirit. Are candid and outspoken and sometimes find it difficult to keep things to yourself that it would be wiser for others not to know. Are quite positive in your opinions and now and then aggressive. A trifle extravagant you find it difficult to save money no matter how hard you may try, for it has a way of slipping through your fingers before you are aware. You need a very active life and to be brought into constant competition with others and would do best in something of a public nature for you are genial and quite a clever talker. Will have a great many changes in your life.

wonder whether after all it is worth while to make any effort. Yet, you are not without confidence in your own ability to do things well if not a little better than other people and you are often venturesome and will always have to be careful that you do not undertake more than you can carry through to a definite conclusion successfully. Would do well as a bookkeeper or in certain commercial pursuits and would also make a successful Business College teacher, or lecturer. Are susceptible and a lover of beauty, affectionate and sympathetic.

J. O'C., Phoenixville, Pa.—You have a resolute will and if you have anything to do you go at it with a certain vim and energy that is a wonderful help to you, so you do not try to do too many things at once so that you cannot pay that close attention to detail that you otherwise would. You are very ambitious and not easily discouraged even though you may have many obstacles to overcome before you can gain those things which you seek. You are sometimes sharp in speech and will



Mrs. R. F., Galeburg, Mich.—You are ambitious, more so for those whom you love than you are for yourself and would make a great many personal sacrifices to enable them to attain what they desire. Have a great deal of confidence in self and are not always free from prejudice in your judgment of others although you have a kindly heart and are always willing to do what you can to help those who are in need. Your life has not been all sunshine, neither have you had perfect health. There are some indications of rheumatic troubles and disorders of the stomach and blood. Are candid and outspoken and like to have some one to whom you can go with all of your joys and sorrows sure of comfort and sympathy and advice although you do not often act upon the advice. You ought to be fond of books and music and would have made a good musician had you been given an opportunity to develop the talent. Would do well also in raising small fruits or fancy poultry.

W. R. Pike, W. Va.—Language is largely developed and you would have made a good linguist had you cared to develop that faculty. Ought to be a clever mathematician and would make a good bookkeeper, teacher or do well in some official vocation. Are tenacious and when you once make up your mind that you are going to accomplish a certain object you are not easily swerved from your purpose. You are thorough and systematic in your work and while you may not learn or work as rapidly as some, what you do is well done for you have pride of accomplishment and like to meet the approval of those whom you respect. Are secretive and there are very few people whom you care to take close into your confidence. Your life should be one of happiness and prosperity.

C. K., Dayton, O.—You are practical although not without a fertile imagination that sometimes tempts you to paint things in very glowing colors. You are at times slightly inclined to melancholy and to brood over your disappointments and this you must not permit to grow upon you. You are affectionate and would be very true to one whom you sincerely loved, but you would exact the same devotion in return. You would do well in any vocation of an official nature or in manufacturing. Would be a better salesman than you would a buyer. Have a fair amount of individuality and some personal magnetism that gives you a certain amount of influence over others, especially those whose wills are weaker than yours. You reason things out well from cause to effect and generally display very good judgment. Should marry one who is tactful and gracious in manner and at the same time a thrifty manager.

F. M. B., Paw Paw, Mich.—You are inclined to be romantic and your head is often in the clouds so that it is not always easy for you to bring yourself down to the more practical things of life. Are nervous and under great excitement, might become hysterical. Cultivate more firmness and persistent will power that you may be better able to withstand the temptations that sooner or later come into every life. You are quite susceptible yet when you do love it is with a watchful and jealous devotion. You have a good memory and are quite systematic in your work and also ambitious to meet the approval of those whose praise you care for. You should take advantage of every opportunity for study and intellectual companionship and make of your life what you are capable of doing. The diseases from which you are most liable to suffer are those of the liver and blood and kidney troubles. Do not indulge too freely in fatty food and rich pastries.

M. B. B., Gainesville, Texas.—You have a nature that is strongly influenced by those things which appeal to the senses and are easily moved to laughter or to tears, although there is a certain reserve and primness, a not liking to be found out when you are influenced. You have a great deal of originality and it is not an easy matter for you to take on the manners and customs of others although you would try perhaps if necessity required it. You love the beautiful and like to have pretty things around you. Would have made a good milliner or florist or would do well anything that developed the artistic within you. You often have a quaint way of expressing yourself that is amusing to your friends. Are impatient and sometimes quick to anger. Have high ideals and dream many day dreams of what you would like your life to be. Will love more than once although you may never marry.

## How to Get a Character Reading

Any subscriber to this magazine who sends us three new yearly subscribers will be given a Character Reading from his or her handwriting. We will either print the reading in The Segnogram or send it by mail.

### How to Send

When sending the three new subscribers also send twenty-five words of your natural writing on a separate piece of paper and sign it. We will print your initials only, as it is not advisable to print the full name.

The first orders will receive the first readings. Send early and avoid the rush. Address The Segnogram Pub. Co., Department G., Los Angeles, Cal.

## Words of Appreciation

P. O. Box 36, Barbados, B. W. Indies.  
November 21, 1904.

Dear Professor Segno:

You have asked the readers of the Segnogram to tell you which departments of the paper they like best, but I find so much to interest me that I find it hard to say. I always read the magazine through from cover to cover—not once, but many times and some new fact seems to come home to me each time. Then I send it on to a friend of mine and so it is handed on, and I feel sure does good wherever it goes. If, however, I must say what interests me most I would give two things; the editorial on the first page and the articles on graphology—a subject in which I am very keenly interested. My sister always looks for the poetry. She says that helps her and I agree it helps me too. I think the magazine a splendid one. I have got a great deal of practical help from the articles on cookery, and altogether the benefits I have received are too numerous to mention.

Yours sincerely,

Marion B. Sanderson.

## Our Haunting Ghosts

It isn't the thing you do, dear,  
It's the thing you leave undone  
Which gives you a bit of a heartache  
At the setting of the sun.

The tender word forgotten,  
The letter you did not write,  
The flower you might have sent, dear,  
Are your haunting ghosts tonight.

MARGARET E. SANGSTER.

A cheery optimist is the leaven of humanity. He accomplishes in some ways greater work than any scientist, philosopher, or inventor. He spreads happiness and sunshine. And, what is of more importance than this, in our strenuous age, when children begin to think of a "career" almost before they are out of the nursery?

## LEARN TO

# Read Character From Handwriting

## LESSONS FREE

The advantages possessed by those who can read the character of people by glancing at their writing are many. It is of the utmost importance that one should know something of the people with whom he corresponds or transacts business—to know if they are trustworthy or otherwise. All the traits of character are transferred by the mind, through the arm, hand and pen. When we write, we paint the picture of our inner selves. This picture stands out clearly to those who have studied graphology. You should understand this science.

We Will Give You Free of Charge

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## THE EDITOR'S TALK

## Your Vote is Needed

Since enlarging the size of this magazine, we have had hundreds of letters from subscribers, stating that they would much prefer the smaller sized pages, and to have more of them. This desire may or may not be shared by thousands of our readers. I am curious to know what each subscriber thinks of the size of the present page. If you would prefer the pages to be half the size and have twice as many of them, I will give you the magazine in the new form in April. However, I shall make no change unless it is our readers' wish. As it depends upon your say so, will you send me a postal card simply stating whether you prefer the magazine to have 16 large pages or 32 smaller pages, and sign your name? We will use the cards as votes. The majority will win. Don't fail to send your vote at once, if you are interested in the size of the Segnogram.

Owing to a delay on the part of the contractors in completing our new building we were unable to have a picture of it taken in time to appear in this issue. We will however present you with a view of the outside and inside in the February number.

We are now located in our new quarters and have things in shape so we can attend to business promptly. We were forced to move in before the building was fully completed. This interfered greatly with our regular routine, therefore should any of our readers have written us and not received a prompt reply I know they will excuse us, for moving a large business is no easy matter.

All readers who have requested us to reserve some ripe olives for them, may now remit for the quantity they desire if they have not already done so, for the fruit is now cured and ready for shipment.

The cold weather will not affect the quality of the fruit, so if it should be frozen when it arrives in the East, do not worry. Like meat, it will be just as nice after it has thawed out.

The picture in our announcement on the inside cover is a photograph of the olives as they grow. They much resemble blue plums but cannot be eaten as they come from the tree. They must first be cured by being placed under running water for several weeks to remove the bitter taste one finds in the green olives, sold by grocers, the ripe fruit when correctly cured having a delicious nutty flavor. One does not have to acquire a taste for olives. After you have eaten the first one you immediately want more.

Watch for the February number.

## OPTIMISTIC THOUGHTS

"How foolish is the pessimist,  
Despondent and forlorn,  
Who always, when he gets a rose,  
Goes hunting for the thorn!"

Man never rises above his ideals. Hence the ideals should be high and inspiring.

You traverse the world in search of happiness, which is within the reach of every man; a contented mind confers it on all.—Horace.

Circumstances,—the man of genius creates them; the man of talent uses them; the fool looks at them without seeing them.—Narrey.

Our real measure of ability and willingness is in our doing the little that we can do, and not the great deal that we would like to do.—Trumbull.

When we have started to do a thing, and it is worthy, let us never turn back. Men and communities that accomplish things never do. See it through!

"Were half the power that fills the world  
with terror,  
Were half the wealth bestowed on camps and  
courts  
Given to redeem the human mind from error,  
There, were no need of arsenals or forts."

Without thought, grave, deliberate, self-conscious thought, life will run shallow in every channel. Every active duty needs to build foundations downward through habits of quiet thought.

Whatever your present self may be, resolve with all your strength of resolution never to degenerate thence. Be jealous of a shadow of falling off. Determine rather to look above that standard, and to strive beyond it.—Charlotte Bronte.

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## Ripe Olives

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¶ If you have never eaten ripe olives, you should avail yourself of this opportunity.

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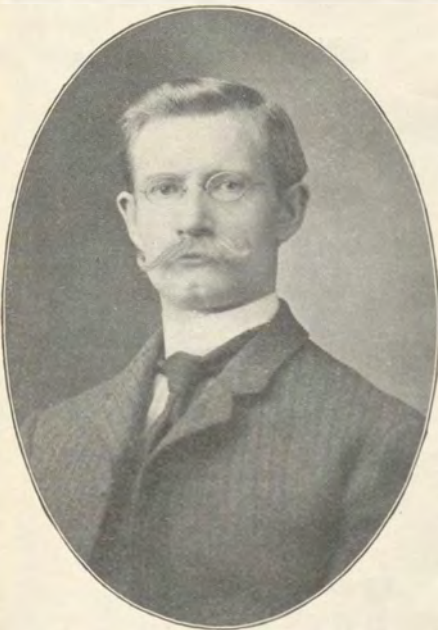
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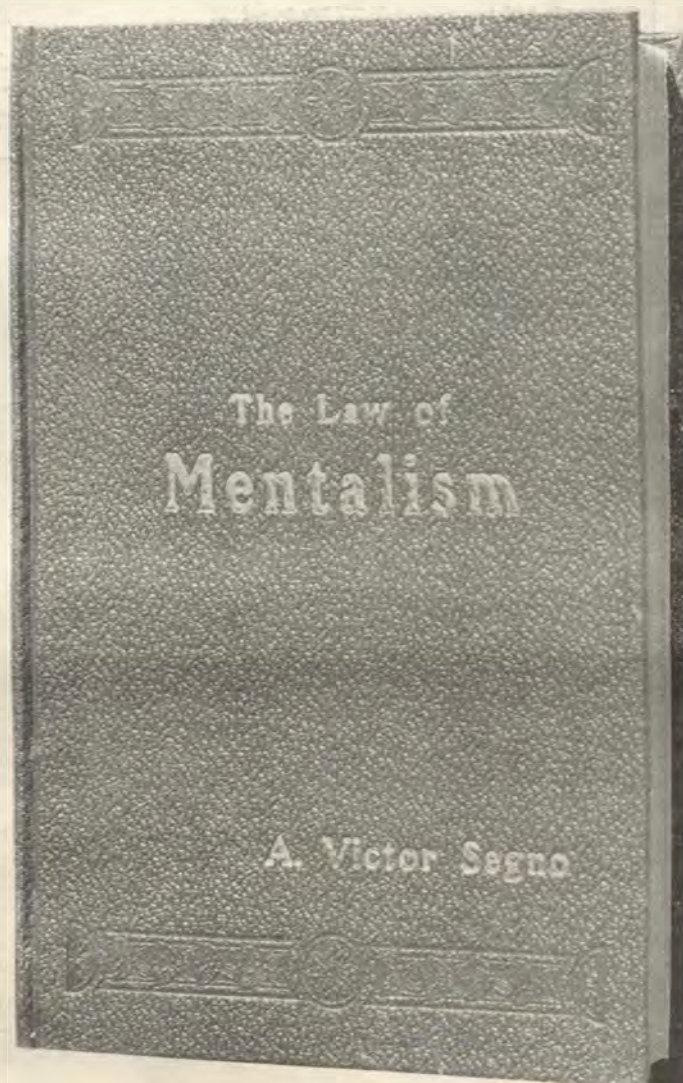
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